

Message Text

SECRET

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62

ORIGIN SS-25

INFO OCT-01 ISO-00 SSO-00 NSCE-00 /026 R

DRAFTED BY NEA/ARP:RWAHERNE:BH

APPROVED BY NEA.SSOBER

DOD/ISA/DSAA:LTG.FISH

L/NEA:BKHUFFMAN

T:MR.LEWIS

NEA/ARP:FMDICKMAN

S/S-O: D.MACK

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O 190100Z JUL 75

FM SECSTATE WASHDC

TO AMEMBASSY JIDDA IMMEDIATE

INFO SANG PM RIYADH

S E C R E T STATE 170715

EXDIS

E.O. 11652: GDS

TAGS: MASS, SA, US

SUBJECT: AGENT'S FEES ON NATIONAL GUARD MODERNIZATION
CONTRACTS

REF: STATE 164743, JIDDA 5039

1. AS SANG PM IS AWARE, SEVERAL SIGNIFICANT LETTERS OF
OFFER FOR VARIOUS SANG PROGRAM ITEMS ARE NOW IN PREPARATION,
INCLUDING ONE FOR 207 V-150 CADILLAC-GAGE ARMORED CARS
WHICH IS VALUED AT ABOUT DOLS 35 MILLION AND WHICH WILL,
THEREFORE, HAVE TO BE PRESENTED TO THE CONGRESS PRIOR TO
ISSUANCE.

2. IN ACCORDANCE WITH AMBASSADOR'S CONVERSATIONS WITH
PRINCE SULTAN, FUTURE FMS LETTERS OF OFFER WILL INCLUDE
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LANGUAGE SPECIFYING THAT AGENT'S FEES AND/OR COMMISSIONS

FOR CONTRACTOR'S AGENTS WILL NOT BE CONSIDERED AN ALLOWABLE
EXPENSE UNLESS PAYMENT THEREOF HAS BEEN APPROVED BY THE
GOVERNMENT OF SAUDI ARABIA BEFORE CONTRACT AWARD.

3. WE ASSUME THAT SULTAN'S POSITION ON AGENT'S FEES RE-
PRESENTS A SAUDI GOVERNMENT POLICY, AND THAT PRINCE AB-
DULLAH WILL HAVE BEEN MADE AWARE OF IT AND GIVEN IT HIS

SUPPORT. IF IN YOUR JUDGMENT, OR THAT OF SANG PM, THERE
IS ANY DOUBT ABOUT LATTER POINT, PLEASE SO ADVISE US
IMMEDIATELY; IN THAT EVENT WE WOULD ALSO APPRECIATE YOUR
JUDGMENT ON HOW BEST TO APPROACH THE PROBLEM WITH SAG.
KISSINGER

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NNN

Message Attributes

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